EXHIBIT A

IN THE COURT OF CHANCERY OF THE STATE OF DELAWARE

AVI WAGNER, individually, on behalf of all others similarly situated and derivatively on behalf of THIRD AVENUE TRUST,

Plaintiff,

v. : Civil Action : No. 12184-VCL

THIRD AVENUE MANAGEMENT LLC, MARTIN J. WHITMAN, DAVID M. BARSE, WILLIAM E. CHAPMAN II, LUCINDA FRANKS, EDWARD J. KAIER, ERIC RAKOWSKI, PATRICK REINKEMEYER, MARTIN SHUBIK, CHARLES C. WALDEN, VINCENT J. DUGAN, W. JAMES HALL, JOSEPH J. REARDON, and MICHAEL BUONO,

Defendants,

and

THIRD AVENUE TRUST, a Delaware Business Trust,

Nominal Defendant.

Chambers
New Castle County Courthouse
500 North King Street
Wilmington, Delaware
Friday, May 20, 2016
2:00 p.m.

BEFORE: HON. J. TRAVIS LASTER, Vice Chancellor

TELECONFERENCE

RE WHETHER BRIEFING OF DEFENDANTS' MOTIONS TO DISMISS SHOULD BE BIFURCATED AND THE COURT'S RULING

CHANCERY COURT REPORTERS
500 North King Street
Wilmington, Delaware 19801
(302) 255-0521

19 Mr. Shannon, do you want to take it

20 away?

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21 MR. SHANNON: Your Honor, with your

22 permission, Mr. Wagner will speak on behalf of the

23 management defendants.

24 THE COURT: Okay.

1 MR. SHANNON: Thank you. 2 MR. WAGNER: Your Honor, thank you. 3 Maybe I should -- since we have eight sets of lawyers 4 on the call, maybe I should just clear up some 5 potential conclusion at the outset. My name is 6 Mr. Wagner, obviously not related to the plaintiff, 7 Avi Wagner, who is actually a class-action plaintiffs' 8 lawyer in California. I think so that no one gets 9 confused, we should just refer to him as "the 10 plaintiff." 11 So I don't want to address the merits 12 of the forum issue. What I want to focus on is why 13 briefing should be bifurcated. That's what I 14 understand the purpose of this call is. 15 I start with the premise and I think 16 we all start with the premise that issues with respect 17 to the Focused Credit Fund and Third Avenue should be 18 resolved in an orderly fashion in a way that maximizes 19 judicial efficiency and minimizes the prospect of 20 inconsistent judgments. 21 And in that respect, the plaintiff, 22 who is opposing bifurcating briefing, has a very big The Southern District judge who is presiding 23 hurdle. 24 over this case, Judge Castel, has before him all the

- 1 Focused Credit Fund and all the Third Avenue
- 2 | Management-related litigation. He's got the
- 3 derivative action and he's got the class actions. And
- 4 he is going to decide the issues that the plaintiff in
- 5 this case wants Your Honor to decide.
- And on top of that, Judge Castel has
- 7 made clear that he wants all the derivative claims
- 8 | concerning the funds to proceed through the one action
- 9 that was filed, the Engel case, and he wants all class
- 10 actions to proceed in a consolidated fashion, as he's
- 11 named a lead plaintiff and a lead counsel.
- 12 | So what the plaintiff is asking for
- 13 here has significant implications. It has
- 14 | implications for judicial efficiency, implications for
- 15 | comity, and implications with respect to the issue of
- 16 inconsistent judgments.
- 17 And I do note that the Court in
- 18 | California has already recognized the primacy of the
- 19 New York forum.
- So with that as a background, before
- 21 | the parties -- and, again, we have eight sets of
- 22 | lawyers on this call -- before all of us are put to
- 23 | the burdens of duplicative briefing on issues that are
- 24 | clearly going to be briefed in New York and decided in

New York, and before we even implicate the prospect of 1 2 inconsistent judgments, we ask as a matter of 3 efficiency and comity that the Court address in the 4 first instance only the issue of whether this case 5 should go forward in Delaware, which is a forum issue. 6 And I note in this respect, when the 7 plaintiff was inserting himself in the New York 8 action, when he wrote a letter to Judge Castel on 9 March 4 -- and that was attached as an exhibit to Mr. Shannon's letter of May 6 -- his counsel and 10 11 himself noted in the letter that "there will likely be 12 motion practice as to venue, consolidation, and 13 appointment of lead plaintiff counsel." 14 So here we are, although a lead 15 derivative plaintiff has, in effect, already been 16 appointed in New York, but given his statement, it 17 couldn't come as a surprise that we're asking to 18 address the venue question first. 19 We are prepared to brief that issue 20 very promptly, and we would hope that briefing on that 21 issue could be completed promptly before Your Honor. 22 And, again, we ask as a matter of judicial efficiency,

go forward with that issue first.

comity, and avoiding inconsistent judgments, that we

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redemptions continued. So the fund was left with overvalued illiquid securities that could not be liquidated at prices that would allow for additional redemptions to be redeemed at par.

Now, the first-filed New York plaintiff did not seek books and records. He did not even sue the outside trustees. He mistakenly sued all the officers and alleged that the officers and the board were the same people and alleged demand futility.

Then, at some point, he figured out that he had sued the wrong people. He dropped all the officers except for two and then added in the actual trustees. So he fixed who the defendants were but he didn't fix his strategy. He just kept plowing forward.

Even when he sued in state court, he allowed the defendants to remove to federal court even though he had a ready objection that the New York-forum defendants should not -- you know, were not entitled to remove to federal court. He just allowed them to do it. And he did that in a document that named himself as an adequate representative and a lead plaintiff in the only action that was then pending.

Now, you've heard from the defendants that -- this is in their letter and today. They talk about alleviating the burden on the courts of having to brief the same 23.1 issue in two courts and avoiding a burden on this Court of deciding an issue that the New York federal court will soon decide.

They've said in their letter -- they said today that they're ready to move promptly on the motion to stay or dismiss. Interestingly, in their letter of May 6th, Your Honor, they wrote that they would be ready to file an opening brief on stay or dismissal no later than May 19, 2016, which is yesterday. So they're willing to move promptly but not as promptly as they originally promised.

In their letters on the merits to the federal judge in New York, they said they wanted to brief the Rule 23.1 motion by itself, reserve all their arguments for their other grounds for dismissal, because of the strength of their demand futility argument, their objections to demand futility.

Now, this is not in any of the letters before the Court, but since the correspondence to Your Honor, the plaintiff filed a letter in the Southern District where he decided to rest on his pleading.

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And, basically, he's relying on lots of colorful language more than anything else. talks about the red flag of the tightening of the fixed-income markets. He talks about two-plus years of gormless, catastrophe-courting decision-making and refers to the twin gargoyles of Rales and Caremark. 7 So the plaintiff -- they have the plaintiff they want, and they want to proceed on 23.1 against that plaintiff. But it's not about burden avoidance, because I think it should be plain that the defendants are following the JPMorgan-Walmart playbook. They want to brief Rule 23.1 in the Southern District of New York and then fight the plaintiff to obtain books and records in Delaware. And then we can brief all sorts of esoteric issues of res judicata and adequacy of 17 representation. But there's no reason for this Court to stay its hand in adjudicating substantive issues of Delaware law that go to the merits in favor of later litigating New York law, res judicata or issue preclusion or the due process clause. This is the Court that should apply the Delaware Statutory Trust Act. This is the Court

that should apply Delaware demand futility case law.

- And this is the Court that should interpret the trust instrument of a Delaware statutory trust.
- 3 And there's no reason why defendants
- 4 cannot brief all those issues right away. They filed
- 5 their motion to dismiss on May 5th. They already
- 6 | filed letters in the Southern District of New York
- 7 outlining their arguments on the merits. And there is
- 8 no good reason why briefing on the merits should
- 9 proceed any slower here than it would proceed in
- 10 federal court.
- 11 There is an upcoming conference in the
- 12 | Southern District on June 1. We -- the defendants
- 13 here can get moving right now, and we can join issue
- 14 promptly. And I can assure the Court that plaintiffs
- 15 | will do their part to make sure these issues are
- 16 | presented promptly to Your Honor on whatever variety
- 17 of motions they want to press.
- 18 | THE COURT: Here's a question for
- 19 Mr. Wagner, the lawyer.
- Is there a schedule yet for briefing
- 21 | the 23.1 motion in New York?
- MR. WAGNER: No, there is not.
- THE COURT: This is a question back
- 24 for Mr. Friedlander.

So I agree with you that the defendants are following the Walmart-JPMorgan playbook. It's pretty obvious. And I don't say that to criticize them. The defendants want to get out of litigation, and the best way to do it is to fight the weak plaintiff.

I was intrigued by the fact that one of the arguments this plaintiff made was the idea that the Delaware Court of Chancery action would be transferred as if it were a federal case and consolidated with New York on that basis.

So it's consistent with what you're saying in terms that they have the plaintiff they want and the allegations they want; and, again, that's good for them.

This whole system of multi-forum litigation, for reasons that I went into at probably too great a length in Pyott, creates a lot of systemic dysfunction. It's certainly true that things should be resolved in one forum and at one time, but it doesn't follow from that, at least I don't think, that they should necessarily be followed under a system that incentivizes the filing of a fast complaint by a weak plaintiff so that defendants have the high

ground. The defendants may well deserve the high ground, but they ought to deserve the high ground based on a fair procedural posture, not these sort of hydraulic dynamics that forge the fast filing of a weak complaint.

All this is background to say,

Mr. Friedlander, let's assume that the defendants are
right, because they probably are. Given the way this
fellow has proceeded, he probably does have an
extremely weak complaint for purposes of demand
futility.

If the defendants win in New York, as, presumably, they expect to do, that still comes down and brings a stop to this action and shifts us from the nuances of the Trust Act into the vagaries of collateral estoppel and adequacy of representation and constitutional due process.

So what am I saving by letting you go ahead if -- I mean, assume that you're right, and assume that the defendants, having mentioned inconsistent rulings however many times -- I think Mr. Wagner probably mentioned it six or seven times during his presentation. So Mr. Wagner apparently thinks that your complaint, with the benefit of 220,

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is likely to win and that the weak plaintiff in New
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    York, who didn't use 220, is likely to lose. That's
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    probably why the inconsistent rulings are happening,
    unless he has some different -- I won't comment on the
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    nature of those concerns.
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                    So, anyway, let's assume he's right.
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    Won't we be shifting over to collateral estoppel
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    issues anyway?
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                    MR. FRIEDLANDER: Well, first of all,
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    I think it depends on the timing. First -- maybe this
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    will all be new practice areas for all of us about the
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    more we learn about collateral estoppel and due
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    process and adequacy and what stage and what New York
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    law means on all this, but I would think it would
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    matter which decision came out first.
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                    Because if Your Honor rules and says
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    demand futility is established, then I don't think it
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    logically follows that the federal court will just --
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    well, I don't know if we can predict what the federal
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    court will do or what the plaintiff in New York will
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    do. I mean I guess --
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                    THE COURT: Here's why I'm wondering.
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    My reaction to that is that that's an interlocutory
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ruling, and so it's not binding to the extent that a

1 final judgment of dismissal is.

New York law is binding. And, hence, essentially what, at least as I understand it, we're facing is a one-way ratchet where if this case hypothetically goes forward, as Mr. Wagner appears to fear, then as soon as he wins in New York, as he appears to expect, we're right back in the same place of briefing the collateral estoppel issues.

What we don't have is a situation where, if, as Mr. Wagner seems to expect, I rule in your favor on your good complaint, that that has any effect on the New York action. It's essentially just, for the New York action's purposes, like an advisory opinion.

MR. FRIEDLANDER: Well, there's a lot of ways this could shake out. For instance -- well, first of all, we don't know what -- forget ruling on the merits, Your Honor. Before we get to ruling on the merits, it's unclear what's going to happen in federal court on June 1st in terms of scheduling and going forward on their motions. And that very well may be informed by how Your Honor rules today just on what kind of schedule we enter into now.

The federal court has the power under 1 2 Landis to control its own docket. It might decide it 3 doesn't make sense for it to be ruling on the Rule 4 23.1 issues on its own. 5 So I quess I would be reluctant to 6 say, you know, how it's going to move and on what time 7 frame. I know motions to dismiss in federal court here can take some time to get decided. We don't know 9 if the federal judge in the Southern District is going 10 to hear the 23.1 in isolation, as the defendants are 11 asking, or whether he'll want full briefing on all 12 issues. So that's why I'm saying there's a lot of 13 different ways this thing could go. 14 But I don't want to avoid Your Honor's 15 question. I see the point Your Honor is raising 16 about, you know, should it happen and the case gets 17 dismissed in New York, then we may end up having to 18 deal with the issues that Your Honor is referring to, 19 but I don't think that's necessarily the case. 20 MR. WAGNER: Your Honor, it's 21 Mr. Wagner, not the plaintiff. May I respond briefly? 22 THE COURT: Hold on a second. I was 23 trying to think if I had another question for 24 Mr. Friedlander. And I do.

Mr. Friedlander, so, essentially, 1 2 again, remembering back to Pyott, what happened there, 3 as I'm sure you know, though you weren't involved, but 4 the California court ruled, and then I had the more 5 thorough complaint in front of me, and we litigated 6 the Delaware motion to dismiss on that basis and dealt 7 with the collateral estoppel issues. And then, given 8 the ruling in that case, which would have to be 9 different now, given the Supreme Court's ruling, nevertheless, given the difference with that case, we 10 11 then went to 23.1. Why isn't the solution in this case to 12 13 sequence it that way; see what happens in New York. 14 If New York goes the plaintiff's way, well, all well 15 and good. It all gets litigated in New York and, you 16 know, we don't even have to deal with anything. 17 gets dismissed in New York, as the defendants predict, 18 then we would do the Walmart analysis. And if you 19 overcome the Walmart analysis, we would do the 23.1 if 20 we got there. You would still have the same set of 21 steps to go through. They'd just be sequenced 22 differently. 23 Why doesn't that -- I mean, it doesn't 24 protect you in the sense that you're at risk of being

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precluded by the New York judgment, but if you were in
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    that -- at risk of that anyway, why is there an
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    advantage in us doing things now rather than later?
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                     Is it just to affect, potentially, how
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    things unfold in New York?
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                    MR. FRIEDLANDER: Well, I think that's
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                I don't want to understate that at all.
    important.
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                    As I recall, in Pyott, the way it
    turned out, the California plaintiff ended up doing a
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    220, and then their case went forward. The Ninth
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    Circuit allowed it to go forward and followed Your
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    Honor's -- basically verbatim, a lot of Your Honor's
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    ruling on the merits, and allowed the case to go
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    forward.
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                     I don't know what the Zamansky firm --
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    how they will react. It's funny that -- I mean, it's
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    interesting that they're resting on their complaint,
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    even though we have a lot of public allegations that
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    they could have possibly added to their complaint if
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    they wanted to make their complaint -- bolster it.
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    They've studiously avoided even entering -- talking
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    about valuation at all in their complaint.
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                     So I guess I'm reluctant to say Pyott
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    is a good playbook because things can turn out
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different ways, and it also just strikes me that the
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    orderly way to proceed would be for the Delaware court
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    that has the Delaware issues right before it to rule
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    on that, and that could very well inform how a federal
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    court trying to predict Delaware law would look at
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    those same issues.
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                    THE COURT: All right. Well, that's
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    helpful.
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                    Mr. Wagner, now back to you.
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                    MR. WAGNER: Just on that latter
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    point, that assumes that this Court is going to decide
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    before Judge Castel. And I don't think anyone can
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    predict what would happen first, but I think the mere
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    fact that we're having this discussion and that you're
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    raising these issues highlights the importance of the
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    forum issue.
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                     I would also note that these issues
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    could have been avoided had the plaintiff in this case
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    followed through in New York and filed a motion to
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    intervene, as he at least alluded to when he wrote to
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    the Court on March 4. He had --
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                    THE COURT: The irony of you saying
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    that is I also had the Krasner case.
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That's true.

MR. WAGNER:

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THE COURT: So I happen to know what
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    the response is to that, which is that you all moved
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    to dismiss on the grounds that by intervening, despite
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    you all wanting him to intervene, he has given up any
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    ability to proceed elsewhere. I guess that
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    technically is on the 220 issue, so it's slightly
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    different.
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                    MR. WAGNER: Right.
                    THE COURT: But it's not as clear a
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    thing as, you know, everybody gets happy up in New
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    York.
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                    MR. WAGNER: Well, I think they might
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    have predicted what the outcome would be, but they
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    have the documents that made their way -- actually,
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    just a few documents that made their way into their
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    complaint before their motion was -- their motion for
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    intervention and their pleading was due.
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                    So it's not as if they didn't have a
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             We're in this morass because they decided to
    remedv.
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    avoid Judge Castel even though they wrote to him in
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    the first instance.
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                    So it's just -- it's not -- there are
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    eight firms on this call. How is this in the interest
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    of a fund that's in liquidation?
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THE COURT: Actually --
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                    MR. FRIEDLANDER: Your Honor, I'm
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    assuming it's a rhetorical question.
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                    THE COURT: I'm assuming it's a
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    rhetorical question too because there is actually a
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    pretty easy alternative.
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                    Do you want to take a crack at
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    answering that for him, Mr. Friedlander?
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                    MR. FRIEDLANDER:
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                    The suit is on behalf of the investors
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    or people who got shortchanged. We have other folks
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    who were able to redeem at higher levels than they
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    should have and redeemed amounts they shouldn't have.
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    And this is a way to bring order to a disorderly
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    situation created by the defendants in not properly
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    valuing the securities and not obeying the liquidity
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    limits.
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                    THE COURT: All right. I appreciate
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    hearing from everybody. Here's what I'm going to do.
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                    I absolutely share the sentiments that
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    were expressed earlier that these types of issues
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    should ideally be resolved in one court. They should
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    be resolved once and for all rather than having
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    multiple cases in different locations.
                                             That's
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absolutely right and I agree with it wholeheartedly.

I also don't think that, in terms of any type of ability or competence or anything like that, that this Court, as a hypothetical matter, has any advantage over the U.S. District Court or that the U.S. District Court is in any way less able to handle this. I don't personally know Judge Castel but I'm sure he's a very qualified person and, certainly, he is in one of the courts that's widely recognized as one of the most sophisticated in the country.

The only advantage that this Court could possibly have is the one that our Chief Justice has mentioned repeatedly, which is the fact that we do a lot of Delaware law, and so by dealing a lot with Delaware law, we develop familiarity with Delaware law.

We do have here the situation where it's not a corporation. It's a business trust. And a statutory business trust is not something that has come up frequently in terms of Delaware case law. So this is an area where one is going to be potentially considering new issues.

Taking all that into account, and because of the manner in which things have

proceeded -- not in terms of the judicial proceedings but in terms of the plaintiff's proceedings -- I think that Mr. Friedlander has raised good arguments as to why the books and records that he obtained and the method that he followed could make a substantial difference in potentially how these issues of first impression under Delaware law as to a business trust should be addressed.

What that also makes me think is that there isn't value in me considering this case twice: once on the motion to stay and a second time in terms of the motion to dismiss.

Mr. Wagner's arguments, I don't see a lot of incremental burden for the defendants. The defendants are going to brief these issues regardless. They're going to write the briefs. I really don't think they're going to write very different legal analyses for the Southern District than they are going to write for this Court. So there may be eight firms on the line and however many different lawyers, but it's not going to be a lot of extra work to put the same citations in your New York brief as you do here. So rather than having two separate briefing sequences,

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    we'll have one.
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                    Also, it's clear to me that if the New
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    York Court ultimately does enter a ruling that is
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    final, we're going to have to take that into account
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    here, so we may very well end up shifting to all the
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    types of issues that Mr. Friedlander has adverted.
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    But at least at this preliminary stage, I'm not going
    to balkanize the motions to dismiss. You all can
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    brief them once, and we'll all get together once on
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    both dismissal in favor of another forum and in terms
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    of the merits allegations.
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                    Let's do three weeks for the opening
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    brief, three weeks for the answering brief, and three
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    weeks for the reply brief. Then I'll see you all for
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    a hearing.
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                    Thank you all for getting on the
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    phone. I appreciate it. Have a good day.
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                    MR. SHANNON: Thank you, Your Honor.
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                    MR. FRIEDLANDER: Thank you, Your
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    Honor.
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                    MS. SCHMIDT: Thank you, Your Honor.
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                     (Conference adjourned at 2:30 p.m.)
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